

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

OCTOBER
2021



GREATER FORT
LAUDERDALE

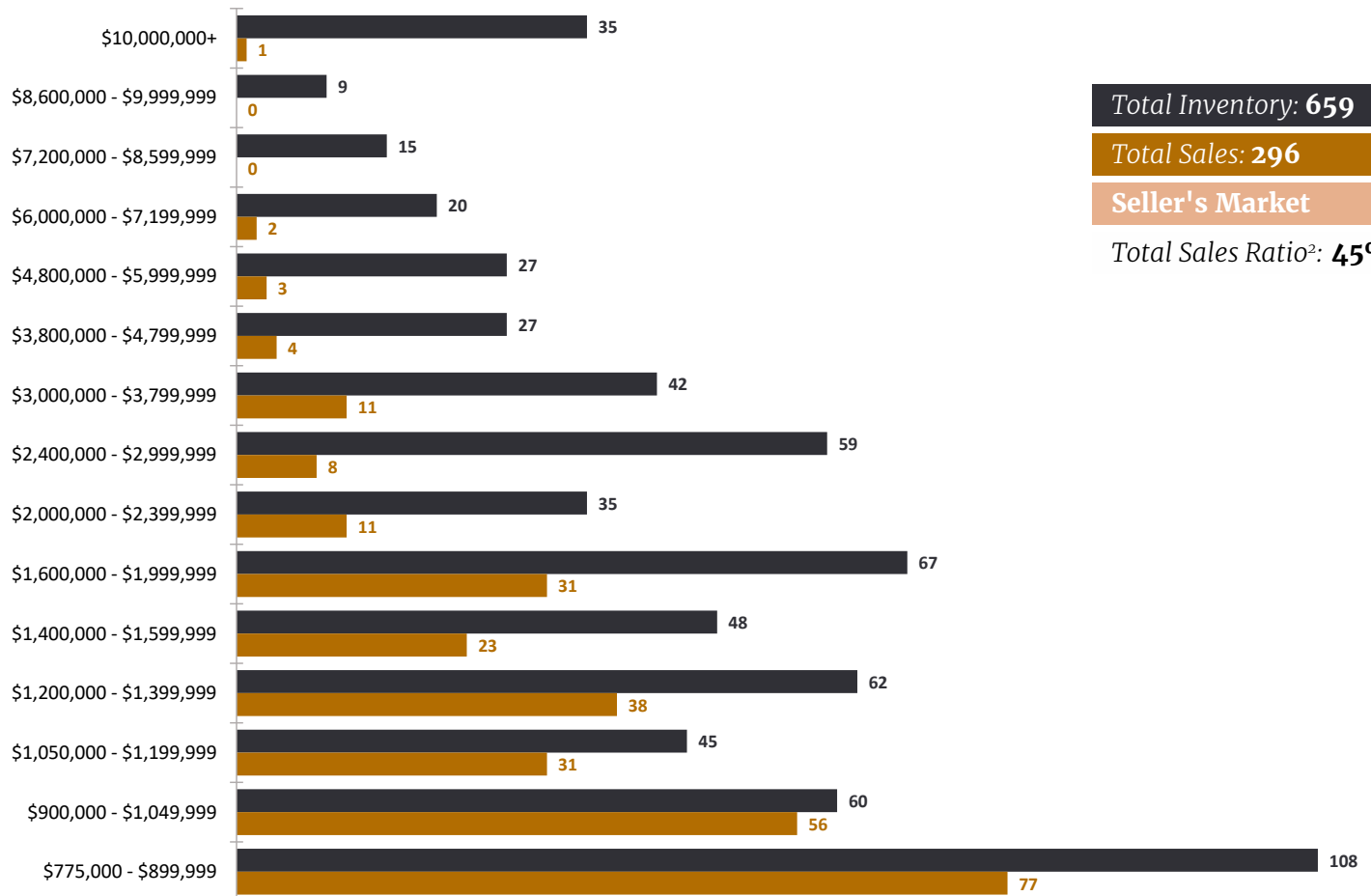
FLORIDA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 2021

Inventory Sales

Luxury Benchmark Price¹: **\$775,000**



Total Inventory: **659**

Total Sales: **296**

Seller's Market

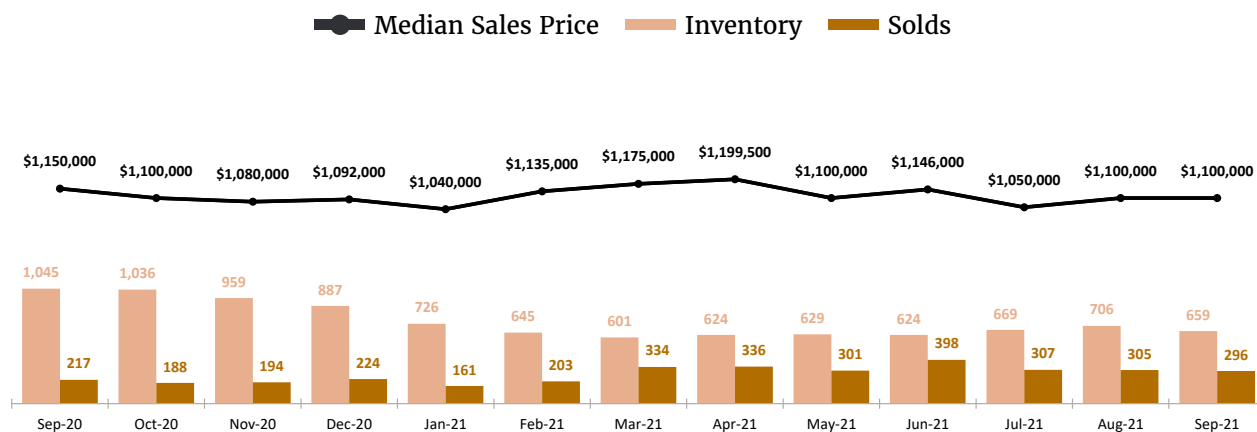
Total Sales Ratio²: **45%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$970,000	3	3	109	226	48%
3,000 - 3,999	\$994,091	5	4	102	144	71%
4,000 - 4,999	\$1,375,000	5	5	45	88	51%
5,000 - 5,999	\$1,645,000	6	6	14	54	26%
6,000 - 6,999	\$2,350,000	5	6	7	30	23%
7,000+	\$5,150,000	6	8	5	69	7%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

GREATER FORT LAUDERDALE SINGLE-FAMILY HOMES

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2020 Sept. 2021

1,045 659

VARIANCE: **-37%**

TOTAL SOLDS

Sept. 2020 Sept. 2021

217 296

VARIANCE: **36%**

SALES PRICE

Sept. 2020 Sept. 2021

\$1.15m \$1.10m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Sept. 2020 Sept. 2021

\$310 \$349

VARIANCE: **13%**

SALE TO LIST PRICE RATIO

Sept. 2020 Sept. 2021

95.54% 98.58%

VARIANCE: **3%**

DAYS ON MARKET

Sept. 2020 Sept. 2021

49 15

VARIANCE: **-69%**

GREATER FORT LAUDERDALE MARKET SUMMARY | SEPTEMBER 2021

- The Greater Fort Lauderdale single-family luxury market is a **Seller's Market** with a **45% Sales Ratio**.
- Homes sold for a median of **98.58% of list price** in September 2021.
- The most active price band is **\$900,000-\$1,049,999**, where the sales ratio is **93%**.
- The median luxury sales price for single-family homes is **\$1,100,000**.
- The median days on market for September 2021 was **15** days, down from **49** in September 2020.

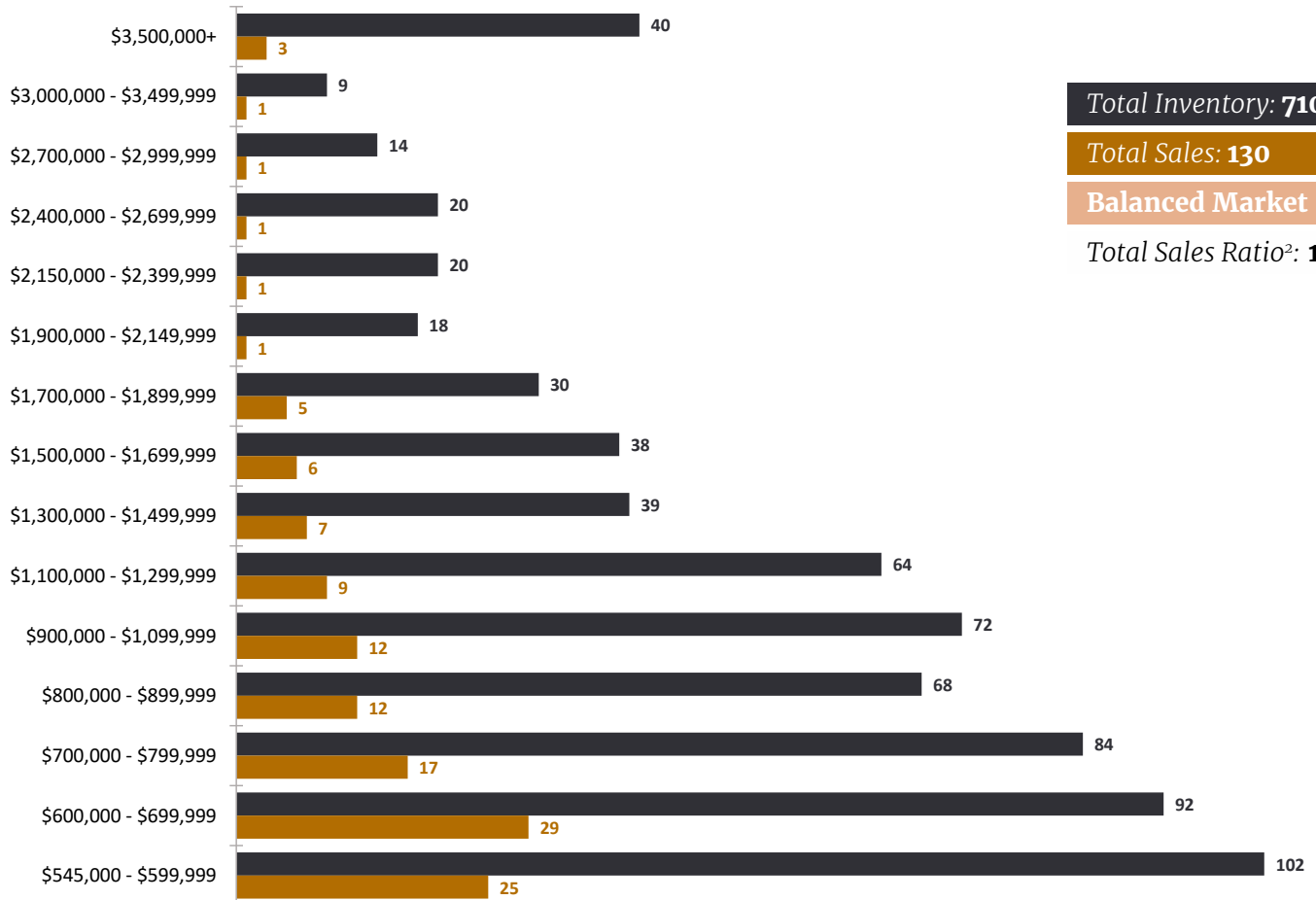
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | SEPTEMBER 2021

Inventory Sales

Luxury Benchmark Price¹: **\$545,000**



Total Inventory: **710**

Total Sales: **130**

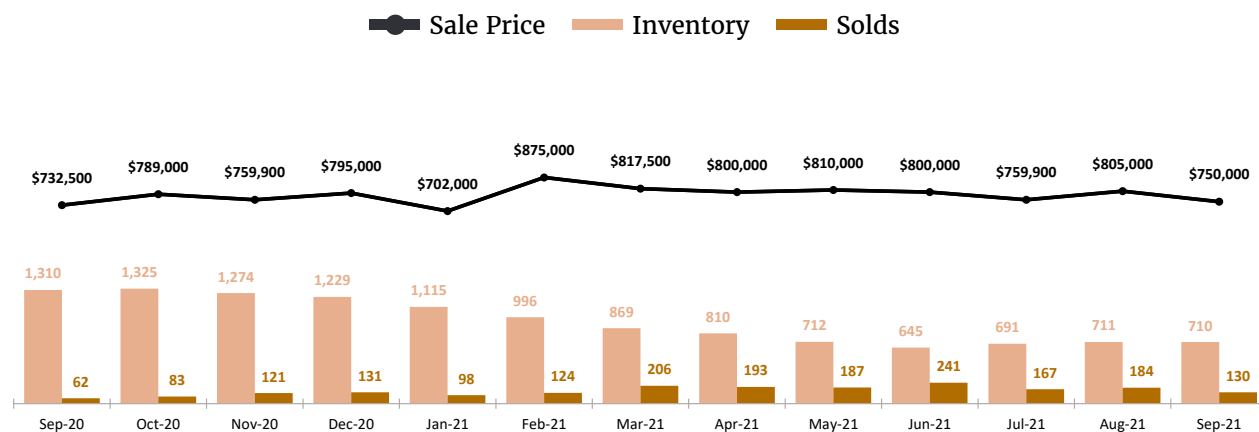
Balanced Market

Total Sales Ratio²: **18%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$616,874	1	1	1	43	2%
1,000 - 1,499	\$668,000	2	2	33	177	19%
1,500 - 1,999	\$699,000	2	2	45	147	31%
2,000 - 2,499	\$1,050,000	3	4	21	96	22%
2,500 - 2,999	\$1,130,000	3	4	11	80	14%
3,000+	\$2,362,500	4	4	12	87	14%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | SEPTEMBER

TOTAL INVENTORY

Sept. 2020 Sept. 2021

1,310 **710**

VARIANCE: **-46%**

TOTAL SOLDS

Sept. 2020 Sept. 2021

62 **130**

VARIANCE: **110%**

SALES PRICE

Sept. 2020 Sept. 2021

\$733k **\$750k**

VARIANCE: **2%**

SALE PRICE PER SQFT.

Sept. 2020 Sept. 2021

\$369 **\$452**

VARIANCE: **22%**

SALE TO LIST PRICE RATIO

Sept. 2020 Sept. 2021

95.43% **97.46%**

VARIANCE: **2%**

DAYS ON MARKET

Sept. 2020 Sept. 2021

104 **28**

VARIANCE: **-73%**

GREATER FORT LAUDERDALE MARKET SUMMARY | SEPTEMBER 2021

- The Greater Fort Lauderdale attached luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **97.46% of list price** in September 2021.
- The most active price band is **\$600,000-\$699,999**, where the sales ratio is **32%**.
- The median luxury sales price for attached homes is **\$750,000**.
- The median days on market for September 2021 was **28** days, down from **104** in September 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.